



MARYLAND EXPORT EXPRESS

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Export Controls: What You Need to Know

MAY 26, 2010

MARRIOTT INN & CONFERENCE CENTER, UMUC, COLLEGE PARK, MD

U.S. export control laws and regulations are among the hurdles U.S. companies face when trying to export certain products and technologies that may be critical to national security or that have foreign policy considerations. While most export transactions do not require an export license, those involving national security, foreign policy, short-supply, nuclear non-proliferation, missile technology, chemical and biological weapons, regional stability, crime control, or terrorist concerns require an export license prior to shipment. There are also restrictions on exports to certain countries, organizations and individuals. Familiarization with the Export Administration Regulations (EAR) and the International Trade in Arms Regulations (ITAR) is critical to helping companies to identify export control issues early on and to helping them to avoid serious civil and criminal penalties.

The EAR and the ITAR regulate not only the export of specific products, but the sharing of critical or sensitive information with foreign nationals, even those located in the United States. These so-called “deemed exports” are of concern to companies or organizations, such as universities, that are engaged in R & D and where scientific collaboration is the norm. Understanding of “deemed exports” would also help these companies avoid penalties under EAR and ITAR.

Join the U.S. Commercial Service and the Law Firm of Dilworth Paxson LLC for a seminar on what you need to know. This seminar will provide an overview of the important elements of the Export Administration Regulations (EAR) and International Traffic in Arms Regulations (ITAR) and will improve its participant’s abilities to identify the export control concerns at an early stage.

Topics will Include:

- When is an export license necessary and when is it not?
- How do you obtain an export license?
- What policies are followed in considering export license applications?
- How do you know when the policies change?
- What are the latest restrictions on exports to certain countries and certain types of goods and services?
- Where are restrictive trade practices and boycotts prohibited?
- Where can you obtain further help

Cost: \$150 which includes a continental breakfast and lunch

Registration Deadline: May 12, 2010

For more information contact Kenneth C. Duckworth at

Kenneth.Duckworth@trade.gov or by phone at (410)-962-6896.

THE U.S. EXPORT ASSISTANCE CENTER IN BALTIMORE,

MARYLAND is part of the Commercial Service (CS) of the United States Department of Commerce. With a network of offices in the U.S. and in more than 80 countries, the USCS has the global presence and international marketing expertise to help U.S. companies sell their goods and services worldwide. For more information or help growing your export business.



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ExporTech: CHINA

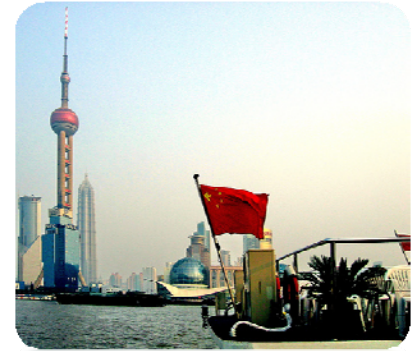
JUNE 3RD, 30TH & AUGUST 5TH

ExporTech China is an intensive, hands-on program that will provide the latest insights into one of the world's fastest growing economies. There are no "one-size-fits-all" answers to doing business in China! Through a combination of expert speakers and facilitators, small group discussions and real world examples on what separates the most successful exporters from the rest – we work with you throughout this multi-session program to define your key competitive advantage, develop your market strategy, and expand your export sales to China.

The program offers concrete benefits:

- Access to the US Department of Commerce's network of resources in China and an "Account Team" of trade specialists
- Customized to meet your specific learning needs
- Speed to market is accelerated
- A solid international growth plan

Applications for ExporTech CHINA are currently being accepted; please visit www.buyusa.com/baltimore/etechchina. The program size will be limited to 5-7 non-competitive companies.



Farnborough International Airshow 2010

JULY 19-25, 2010
FARNBOROUGH, UNITED KINGDOM

The **2010 Farnborough Air Show** marks 62 years at the Farnborough Aerodrome and promises to be an unrivaled showcase for American products and services, bringing together buyers and sellers from all over the world. This year's Farnborough is again set to be the biggest, most internationally attended aerospace event in the world. It is a recognized business and trade environment and a key event for enhancing and improving your business performance. The U.S. Commercial Service (USCS) in the UK is collaborating with Kallman Worldwide, Inc. to organize the U.S. International Pavilion at Farnborough 2010. USCS will provide counseling free-of-charge on the British and regional aviation sectors during the show, and will also provide commercial briefings with British and regional experts. For more information on exhibiting at Farnborough or utilizing USCS services at the show, go to http://www.buyusa.gov/uk/en/farnborough_2010.html.

Inside Middle River Aircraft Systems

MAY 27, 2010, 8:30AM- 11:00 AM
103 CHESAPEAKE PARK PLAZA, BALTIMORE MD, 21210

Meet Sagar Patel and learn about innovation at Middle River Aircraft Systems (MRAS) and get an "inside" look at the next generation of Maryland manufacturing. Patel is the President of GE Aviation Mechanical Systems, which employs over 4000 people across ten global sites in the US, UK and China. Some of the event highlights include:

- MRAS tradition of innovation and excellence as it continues to commemorate its 80th anniversary in Baltimore
- Learn from MRAS Sr. Management about how they keep customers flying around the world and their dedication to meeting the aircraft industry's specialized needs.
- Take an inside look at the advanced features of MRAS' production capabilities during an exclusive facility tour of their 1.7 million square foot facility

To register visit: www.wtci.org or call Danial at 410-576-0022 X107.



Meet with Export-Import (ExIm) Bank Representatives for a Free Consultation May 27th, 2010

Lawrence Blackburn, Business Development Officer for ExIm Bank, (the official export credit agency of the United States) will be available to meet one-on-one with you at the U.S. Export Assistance Center in Baltimore to discuss how to increase your export sales. ExIm's programs include EXPORT CREDIT INSURANCE - protects against buyer nonpayment and increases a U.S. firm's ability to extend credit terms to foreign buyers; TERM FINANCING for international buyers of U.S. capital goods or services; and WORKING CAPITAL GUARANTEES that enable small and medium-sized U.S. exporters to obtain credit lines for the production of goods or services. Come find out more about how the U.S. – Exim Bank can help you achieve your export goals. For more information or to make an appointment, contact Jeanne.Townsend@trade.gov or by phone at (410) 962-4518.



Trade Mission to Baghdad October 2010

The United States Department of Commerce, International Trade Administration, U.S. and Foreign Commercial Service (US&FCS) is organizing a trade mission to Baghdad, Iraq in October 2010. The mission will assist U.S. participants to position themselves to enter or expand their presence in the following sectors in Iraq: oil and gas (including oil field and upstream equipment, technology, and services); construction (including engineering, architecture, transportation, and infrastructure); and information and communications technology, among others.

Participants will receive first-hand market information, access to decision-makers from the Government of Iraq (GOI), and one-on-one customized meetings with business contacts, including potential agents, distributors, and partners. Please [Click Here](#) to visit the website to register.

Webinar: Terminating an International Distributor June 8, 2010, 12:00pm

Baker & McKenzie, one of the largest global law firms in the world, will present this webinar program for companies involved in international trade. Issues involving termination of an international distributor, and points to consider when drafting the original distribution contract will be covered. Attorneys from multiple locations around the world will be present and will answer questions at the end of the program. With 67 offices in 39 countries, Baker & McKenzie has the “feet on the street” knowledge that will help companies prevent costly mistakes and build a seamless international strategy. The series is sponsored by the U.S. Commercial Service to assist U.S. businesses with exporting their products or services.

Please visit Go to: <https://emenuapps.ita.doc.gov/ePublic/newWebinarRegistration.jsp?SmartCode=0Q81> to sign up for this webinar. The cost is \$75.

Maryland Women Spanning the GLOBE

JUNE 3, 2010 9:30AM-2:30PM

**JIM ROUSE CENTER, VISIONARY ARTS MUSEUM
800 KEY HIGHWAY, BALTIMORE MD, 21230**

Get the latest global insights from country and topic oriented panels made up of high profile women in leadership positions. Topics include:

- Work-Life Balance- Tough Choices Here and Abroad
- Start-up Challenges- New Job, New Company, New Country
- Leveraging Global Networks and Mentors
- Breaking Down Stereotypes- Local and Global

Hear from Marc Prichard, Global Marketing Officer, P&G voted Ad Age's #1 Power Player in 2009. Expand your network and make valuable connections

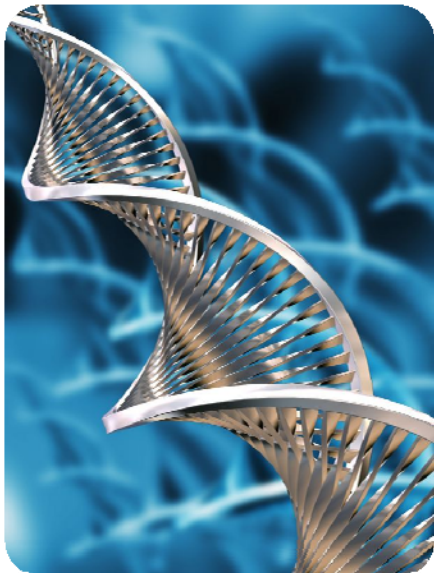


with fellow, fun, fearless Maryland females. Early Bird Rate: \$90, General Registration: \$125. Contact Daniel@wtci.org to take advantage of the early bird rate today.

U.S. Department of Commerce Supports U.S. Companies at ILMAC 2010

SEPTEMBER 21-24, 2010

EXHIBITION CENTER BASEL, SWITZERLAND



The U.S. Commercial Service of the U.S. Department of Commerce has granted Trade Fair Certification to ILMAC 2010, the Industry Exhibition for Research and Development in Environmental and Process Technology in Pharmaceuticals, Chemicals, and Biotechnology, held every three years.

ILMAC 2010, which will be held at the Exhibition Center Basel, Switzerland, September 21-24, 2010, has established itself as a specialist show for the pharmaceutical and chemical industries. Through certification, the U.S. Commercial Service recognizes the capability and experience of MCH Swiss Exhibition (Basel) Ltd. to organize a world class Pavilion for U.S. exhibitors to showcase products and services for R&D and process technology for the pharmaceutical, chemical, food, drinks, cosmetics, biotech and environmental industries. The U.S. Pavilion serves as an excellent venue for U.S. companies to establish or expand overseas distribution, generate sales leads, evaluate competitors, and work with U.S. Commercial trade specialists to identify potential buyers and partners.

This popular industry show expects more than 500 exhibitors and over 15,000 visitors. As the life science industry continues to offer significant potential growth, it is definitely "all systems go" for ILMAC 2010.

Additional information on the show can be found on: <http://www.ilmac.ch>.

For more information on exhibiting at ILMAC 2010, you may contact Mr. Robert Appel, Exhibition Director, MCH Swiss Exhibition (Basel) Ltd., 4005 Basel, Switzerland, Tel: +41-58-206 21 99, E-mail: Robert.Appel@ilmac.ch.

COMMERCIAL SERVICE BALTIMORE CONTACTS

Bill.Burwell@trade.gov for general manufacturing and financial services. (410) 962-3097.

Jeanne.Townsend@trade.gov for healthcare technologies, biotechnology, veterinary products, medical & dental equipment, pharmaceuticals & nutritional supplements. (410) 962-4518.

Jolanta.Coffey@trade.gov for travel & tourism and environmental technologies. (410) 962-4578.

Janee.Pierre-Louis@trade.gov for education, agricultural products, services, food, IT, telecommunications and safety & security. (410) 962-4582.

Kenneth.Duckworth@trade.gov for aerospace & defense and energy. (410) 962-6896.

Exporter's Resources

Starting an Export Business

The Maryland Small Business Development Center (MDSBDC) network is a partnership between the U.S. Small Business Administration and the University of Maryland, College Park. This Partnership links private enterprise, government, higher education and local economic development organizations to provide management training and technical assistance to Maryland's small business. For information on SBDC programs and services, [Click Here](#).

The Maryland Department of Business and Economic Development's (DBED) Office of International Investment and Trade (OIIT) links Maryland's small and medium-sized businesses with the international marketplace. OIIT offers comprehensive Export Assistance services at competitive costs through its knowledgeable trade specialists, as well as financial assistance on a competitive basis to qualifying firms. OIIT is represented in 13 countries around the world, with major presences in China (Shanghai), Europe (Paris) and Israel (Tel Aviv). For more information on DBED, [Click Here](#).

SCORE: [Counselors to America's Small Business](#) is a nonprofit association dedicated to educating entrepreneurs and the formation, growth and success of small business nationwide. SCORE is a resource partner with the U.S. Small Business Administration (SBA). SCORE provides free on -line and face-to-face counseling, mentoring and training. Business help and advice is available to both start-up and existing businesses. For more information on SCORE programs and services, [Click Here](#).

Export Financing

The U.S. Small Business Administration (SBA) is an independent U.S. Government agency that helps to aid, counsel, assist and protect the interests of small business concerns, to preserve free competitive enterprise and to maintain and strengthen the overall economy of our nation. The SBA helps Americans start, build and grow businesses. Through an extensive network of field offices and partnerships with public and private organizations, SBA delivers its services to people throughout the United States, Puerto Rico, the U. S. Virgin Islands and Guam. For more information on SBA programs and services, [Click Here](#).

The Export – Import Bank of the United States (Ex-Im Bank) is the official export credit agency of the United States. Ex-Im Bank's mission is to assist in financing the export of U.S. goods and services to international markets. Ex-Im Bank enables U.S. companies — large and small — to turn export opportunities into real sales that help to maintain and create U.S. jobs and contribute to a stronger national economy. Ex-Im Bank provides working capital guarantees (pre-export financing); export credit insurance; and loan guarantees and direct loans (buyer financing). No transaction is too large or too small. On average, 85% of our transactions directly benefit U.S. small businesses. For more information on Ex-Im Bank's programs and services, [Click Here](#).

Trade Leads and Export Events

[Export.Gov](#) provides U.S. exporters with comprehensive U.S. Government information and resources to assist them to plan their international sales strategies and succeed in today's global marketplace. For trade leads, [Click Here](#). For Export Events, [Click Here](#).

CS Market Research Library

[Click Here](#).